

# Comparisons of Job Characteristics

**Focus Occupation: Retail Salespersons (41-2031)**

**Associated Occupation: Hosts and Hostesses, Restaurant, Lounge, and Coffee Shop (35-9031)**

[Compare Knowledge](#)

[Compare Skills](#)

[Compare Abilities](#)

[Compare Detailed Work Activities](#)

[Compare Tools and Technologies](#)

<<	Focus occupation element is much lower
<	Focus occupation element is lower
0	Focus occupation element is at a similar level
>	Focus occupation element is at a higher level
>>	Focus occupation element is at a much higher level

## Knowledge

Similarity of Focus Occupation to Associated Occupation: 89

**Focus Occupation: Retail Salespersons (41-2031)**

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Associated Occupation's Key Knowledge Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation
Customer and Personal Service	11.3	14.2	16.6	> Current knowledge level is likely sufficient
Food Production	2.1	5.0	1.7	<< Extensive education and/or training may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

## Skills

Similarity of Focus Occupation to Associated Occupation: 96

**Focus Occupation: Retail Salespersons (41-2031)**

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Associated Occupation's Key Skills Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation
Service Orientation	7.9	8.6	11.8	>> Skill level is likely more than sufficient
Persuasion	7.4	8.0	12.2	>> Skill level is likely more than sufficient
Negotiation	6.8	7.4	10.8	>> Skill level is likely more than sufficient

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

## Abilities

Similarity of Focus Occupation to Associated Occupation: 94

**Focus Occupation: Retail Salespersons (41-2031)**

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Associated Occupation's Key Abilities Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating		Evaluation of Focus Occupation
Oral Expression	12.4	11.8	13.4	>	Current ability level is likely sufficient
Oral Comprehension	12.5	11.1	13.7	>	Current ability level is likely sufficient
Speech Recognition	9.9	10.0	11.5	>	Current ability level is likely sufficient
Trunk Strength	5.7	7.6	6.8	<	Some improvement in abilities may be required
Stamina	4.0	5.7	4.4	<	Some improvement in abilities may be required
Gross Body Coordination	3.9	5.6	4.1	<<	Extensive improvement in abilities may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

## Activities that Both Occupations Have in Common

Similarity of Focus Occupation to Associated Occupation: 73

**Focus Occupation: Retail Salespersons (41-2031)**

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Work Activities	Exclusivity of Activity
Greet customers, guests, visitors, or passengers	63
Prepare bank deposits	87
Provide customer service	14
Use cash registers	70
Use oral or written communication techniques	1

Not all positions in these occupations will necessarily perform all of the listed activities. The exclusivity rating is an indication of how unique the activity is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations engage in that activity.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

## Tools and Technologies that Both Occupations Have in Common

Similarity of Focus Occupation to Associated Occupation: 79

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Tools and Technologies	Exclusivity
Calculating machines and accessories	3
Computers	1
Content authoring and editing software	1
Data management and query software	1
Industry specific software	1

Not all positions in these occupations will necessarily use all of the listed tools and technologies. The exclusivity rating is an indication of how unique the tool or technology is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations use that tool or technology.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.